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The American BOOK TRADE JOURNAL

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VOL. XCVI

NEW YORK, OCTOBER 25, 1919

No. 14

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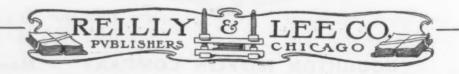
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The Publishers' Weekly

HORRISO FOUNDED BY F. LEYPOLDT

October 25, 1919

sion, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

After Four Weeks' Silence

HE closing down of the New York printing shops on the 1st of October could not have come at a more unfortunate time for the publishing trade, falling as it has in the midst of the most active season the book-trade has ever known. It has been a fortunate thing that the trouble in the binderies was avoided by a compromise and reasonable adjustment, so that the many books which were already printed could be bound and made ready for the trade. Even at this, the pressure in the binderies has been tremendous, publishers having difficulty in meeting the great demands that such an active season is putting forth. Some fall titles may have to be postponed until another season, but it is hoped that the amount of total production may be enough to meet a large part of the public's demands. Publishers in other cities have had the advantage over New York houses, and many in New York of course do their manufacturing outside the limits of the present strike.

The periodical publishers have been even harder hit than the book publishers, as those who print in New York have to face a complete closing down at a time when their periodicals are at their busiest and most important season. The demands of the union were so extreme that the Periodical Publishers' Association agreed to a man to stand together and see the issue settled. In order to support the managers of their print shops, they agreed not to go out of the city with their work. But under date of October 21, a decision was made to release publishers from this decision if such placing out could be done thru the employing printers altho it was understood that other cities would be able to take on but very little work.

The Publishers' Weekly, after issuing the Fall Announcement Number, has not been published until now when we are able to put forth

this small number only by the use of the limited facilities arranged by our own New York printer.

N view of the printers' strike, we have done the best we could to offer to our subscribers ad interim material which, to some extent, would fill the copies of our regular issues. The Children's Bookshelf is to be sent in October to all subscribers of the Publishers' Weekly and takes the place of one of the regular issues. We are also sending out Bookselling Talks, corresponding to similar talks of past seasons, of special value to book salesmen, as they emphasize the talking points of the books of the season. Also, we have cumulated in a special brochure, Books Wanted, which are so important to the continuance of business of the second-hand dealers. Our November 1st number will be a cumulative issue, which will contain the Weekly Record, which ordinarily would have been printed in the several issues for October, and this will also be a number of extra size, including much reading matter of interest. The issues for October 4th, 11th and 18th in regular form, having necessarily been omitted, this issue for October 25th is No. 14 of volume 96, and the cumulative issue will be No. 15. The red tape of the post office makes impossible any other arrangement, but we trust our subscribers will feel that we have done our best, not altogether unsuccessfully, to make good. The November 1st issue will be sent out as early in the month as possible, but there must be considerable delay. Attention of regular subscribers who bind their volumes is called to the fact that the Selling Talks, the cumulative Books Wanted and the Children's Bookshelf should be bound in with the regular numbers as October numbers, and that instead of the usual 26 numbers of the volume, volume 96. will be concluded with No. 23.

Children's Book Week

The Co-operative Effort Is An Assured Success.

The response that has been given to the proposal for a Children's Book Week, November 10th-15th has been so hearty and countrywide that the committee are assured of its unusual success. Over 4,000 copies of the syllabus, describing the possibilities of this movement, have been distributed to public libraries, hookstores and many educational organizations. Local committees have been organized in leading cities, and some of the plans that have been developed are extremely interesting and show a fine sense of the possibilities of this effort.

Mr. Franklin K. Mathiews, the Boy Scout Librarian, has toured a score of large cities from Boston thru Chicago to Washington, in order to arouse the enthusiasm of the local organizations. 150,000 of the attractive stickers, to be used on statements and other pub-Incity, have been distributed to those asking for them. The poster by Jessie Willcox Smith was delivered from the printers on October 23rd and its mailing started, begindrawn enthusiastic approval from everyone who has seen it, as it has just the right note and has been so beautifully printed that it will add distinction to any department or window sisplay. The importance of this poster in clinching the efforts of the local committees can hardly be overestimated. 3,000 copies of it have been printed and distributed to those who request them and to larger stores, even the they have neglected to ask for them. The committee hopes that the posters will be used with care and preserved for repeated display, as the expense of printing has been heavy. With the posters will go forward streamers,

which can be used to advantage for window

display. The method that has been used in various cities to organize interest in this movement has been varied. In Boston, for instance, a large committee, headed by Miss Jordan of the Boston Library, has had frequent meetings, and their activities include public and parochial schools, Y. M. C. A.'s, Boy Scout centres, as well as all the library branches and bookstores. A special meeting of the Boston Booksellers' League was addressed by Franklin K. Mathiews and Mr. Melcher. In Minneapolis Mr. Leonard H. Wells has taken the initiative and has found whole-hearted co-operation in the libraries and various educational organizations. Miss Burns, of Marshall Field & Co., is organizing a very active week, with special features, and McClurg's Children's Department, under Miss Holmes. is making special efforts and is taking over for the purpose the first floor space. Mr. Chapin Hoskins, Chicago, is extending his campaign into Wisconsin cities with good co-operation. Mr. John Boardman, National Gommissioner of the Boy Scouts, has fered to give his week to speaking, and is o appear in Chicago, Terre Haute, Dayton, Cleveland and other places. San Francisco, thru the San Francisco and Bay County Booksellers' League, is putting out a fine program, and there is full co-operation at all western cities. The response from the public libraries of the country has been notable, and the poster will be displayed in all the large communities. Some of the constructive work that librarians are doing in the cause of "More Books In The Home" will make a deep impression on their community and render a lasting service towards better and more helpful relations between the bookstore and the library.

No full report of the widely extended plans can be made nor can thanks be adequately extended to the hundreds who are helping in the work but it is hoped that the constructive results may come to speak for themselves.

A Notable Program

The National Women's Book Association Hold Their First Meeting.

The First winter meeting of the National Women's Book Association was held at the Sunwise-Turn bookshop, on Forty-fourth Street, on Thursday evening, October 16th, Mrs. Robert E. Sherwood presiding. program was part of the complete winter plans thru which it is intended to cover, by competent speakers, the whole subject of the production and distribution of books. Mr. Gilbert Cannan, the English novelist, gave a most interesting description of how he faced the problem of creative work in fiction, a piece of analysis that was unusual in its careful statement of how an author approaches his problems. Mrs. Dorothy Canfield Fisher followed, and after reading her famous story called "Flint and Fire," which was published in the volume called "Hillsboro People," she described from notes she had made at the time of writing how that story was conceived, how it was elaborated and built up and how finally put into the shape in which we have it. This gave an opportunity to understand the plan of writing a short story in a way that supplemented most interestingly Mr. Cannan's talk of his experience. Mr. Alfred Harcourt, of Harcourt, Brace & Howe, followed with a description of how the publisher came into book production, from his first relation to the author until his book was distributed; and Miss Mathilde Weil gave an account of the work of a literary reader, from the experience of one who has served in important work with many leading publishing houses.

The Prize Awards in New York Sun Contest

The contest for letters on book-trade problems which was announced by the New York Sun on September 1st and which closed on October 1st brought in nearly three hundred replies. The awards were as follows:

"For the best letter from any one in a book publishing house on any phase of book publishing." Awarded to H. J. Simonson, Jr., of the Magazine of Wall Street Book Department, formerly of The Publishers' Weekly, for an article on the possibilities of books in paper

"For the best letter by any bookseller on any phase of book selling." Awarded to Ward Macauley, of Macauley Bros., Detroit, formerly president of the American Bookseller's Association, for an article on the booksellers' two fold task of being both a book enthusiast and a sound business manager.

"For the best letter by any author on any phase of book writing." Awarded to Mr. Rossiter Johnson of New York writing on 'Canons of Novel Writing.'

"For the best letter by anybody on any book or books published in 1919." Awarded to Miss Margaret Pinckney Allen, of Providence for a review that covered Mary Watt's "From Father to Son," and Mary Sinclair's "Mary Oliver."

BUILDING A CHILDRENS' BOOK DEPARTMENT

By Veronica S. Hutchinson, Manager of the Children's Book Department of The Halle Bros. Co., Cleveland

[Miss Hutchinson's department is one of the most attractive and successful in the country. Halle's crected for the purpose a cottage house of field stone with low roof, which is lined within with deep bookshelves brightly illuminated and with tempting ledges where the buyers can sit and brouse. This bookhouse, which cost \$7,000 to build has proved a busy and profitable department. Miss Hutchinson has two assistants at ordinary seasons and will have eight for the busy season. Her library training and contagious enthusiasm for the work have been important assets.—Ed.]

First, know your books-under which may be grouped

a. Authorb. Contents

c. Illustrations—Attractive editions.

Gather all the information possible relative to juvenile literature. Dwell upon the best. If you do not have this information from your own experience or training, consult the children's librarian in your vicinity. Study the representative author of juvenile literature and the type of "literature" they excel in. Be able to discuss their work intelligently. You will find that the purchaser will appreciate any information you may give pertaining to an author or his work.

Juvenile literature is not a subject to be treated lightly. There are unwarranted possibilities in research work of this kind.

Become familiar with the contents of your books. Very often a sale may be lost because the sales-person does not know in which books certain subjects may be found. Titles are very deceiving. It is not necessary to read every book. Glance over the table of contents or index. However, I would advise every bookseller to read as much as possible, comparing the standard author with authors of lesser merit.

Next the authors and their works, come the illustrators; Leslie Brooke, E. Boyd Smith, Kate Greenaway, Ralph Caldecort, Edward Lear, Walter Crane, M. Boutet DeMonvel, Jessie Willcox Smith, Willebeek Le Mair. Among these we have the best that are to be offered. In picture books for little children we must keep as far away as possible from the "Sunday Supplement" type of illustrating. The reason for so doing is obvious enough.

For older children there are Dulac. Rackham, Parrish, Wyeth, Bosschere, Pogany, Nielson, Kirk and others.

Attractive editions mean a great deal to the children. We want the children to have the best in literature and art. Keep in mind the attractive editions of the "Better books for children" when advice is sought. We have the classics and standard books in various priced editions and the assortment is broad enough to fit the various ages and calls.

We booksellers and especially buyers are able to do more toward educating the children

in what is best in art and literature than the librarian, because the book purchased remains in the home indefinitely and is studied over and over by the children while the book borrowed from the library is subject to return.

borrowed from the library is subject to return.

Every child may not be fortunate enough to possess wonderfully illustrated editions but we are able to give them the standard books in popular editions

in popular editions.

Second, next to knowledge of books and everything pertaining to books, we must know our customers and be able to suggest the right book to the right person. An old and well-known rule given to us in Library School was, "Suit the book to the person." I cannot emphasize this point strongly enough.

Study the ages of the children and the books suited to each age. Do not recommend a book for a child of seven that is suited to a child of twelve.

As soon as children are old enough to choose a book for themselves, they will have decided preferences. Give them the best in fiction, travel, adventure, history and the other subjects of interest to them.

subjects of interest to them.

Take a personal interest in the child for whom you are selecting the book. If the book is for a child of six years, find out if it is to be read to him or if he will read it himself.

If a girl is between twelve and fifteen years, lead her away from sentimental romance. If romance is insisted upon, be sure you know the book recommended. Make a mental list of books suited to the various ages and see how successful the results will be. It will mean better and more efficient service. Never be indefinite, on the other hand never be arbitrary. Study your customer carefully. Some people seek advice, others wish to give it, be tactful with both classes. Never become impatient. It is the customer's privilege to look until satisfied. Discourtesy or indifference may not mean just the loss of that one sale but a series of sales and a feeling of antagonism toward the department: Give the customer all the attention possible. Try to remember the names of your customers.

the names of your customers.

It is helpful to make out lists by age and grade; "Instructive" and "Recreational" reading, Special subjects, such as "Knight Stories," "Nature Stories," "School Stories," and many others of interest to boys and girls.

Power of suggestion goes back to the rule I always keep in mind, "Suit the book to the person." Some of our largest sales have resulted from suggestions. If the person is interested in good illustrations or in attractive editions, we have unlimited possibilities. Always be on the alert to find out the varied interests of the customer. Have faith in what you are selling. Be sincere in your recommendation but do not gush or urge a sale.

A "Story Hour" will prove helpful. This

A "Story Hour" will prove helpful. This I would not recommend unless the story teller has been trained in the art of story telling, as a "Story Hour" to be successful must be

well planned and the story teller must have her story well prepared. A series of "Story Hours' was held in which "Iliad" and "Odyssey," "King Arthur," "Robin Hood" and others of the popular "Hero Stories" were told.

We have found it worth while to run a small ad, featuring something special in the book line every week. The advertising brings our shop before the public in a most dignified and satisfactory way.

If a concentrated effort is made for "Better books for children" we will, I am sure, have wonderful results.

The children are eager to read and I have found that they will read and enjoy the best we have to offer if those books are given to them

Miss Marcella Burns

A Netable Figure in American Retail Book-

selling
One of the most interesting personages in
the book world today is Miss Marcella Burns,
buyer and manager of the Book Section of Marshall Field & Company, Chicago, to whose
imagination and organization ability the "Book
Fair" of October 13th is due.

Miss Burns is attractive, vivacious and wears the look of one with not a care in the world. She adapts herself to the direction of the largest of book departments with a manner of ease and familiarity that is at once an evidence of her unusual capabilities. She came to Marshall Field & Company after several years' experience in the retail department of A. C. McClurg & Company, Chicago, and previous to this in Brown's Book Store, Chicago. The Emporium, San Francisco and The Joslyn Dry Goods Company, Denver.

Miss Burns was born at Carleton, Mich. She attended St. Mary's Convent at Monroe, Mich., where she acquired her ground work in literature. In the direction of her business, a good memory, and quick mind enables her to form instant decisions of problems that are constantly arising—which at once creates an atmosphere of efficiency and enthusiasm that permeates her entire organization.

Aside from buying and directing the book section in this great store, she spends many hours on the floor, meeting and personally selling to many of Chicago's biggest and best book buyers. She has shown the management of the store that a book section is not only profitable, but a great asset to the business in general—thereby refuting the statement of many department store managers that money cannot be made in retailing books.

Miss Burns is a born general. She not only plans out her day's work in advance, but she is constantly thinking of schemes and plans to increase her business. She has made great use of the large mail-order department of the house—and a good percentage of her business comes thru this channel.

The elaborate program for her department which was such a prominent feature of Marshall Field's Easter. Week and the "Book Fair" of the week of October 13 to 18, in preparatiton for over six months, were concrete examples of her imagination and ability.

A Representative from the Italian Book Trade Coming

Rome, October 6, 1919.

Frederick A. Stokes, Esq., New York.

Dear Mr. Stokes:

As you are doubtless aware, an important institution has lately been founded in Italy under the name Opera Nazionale Dei Combattenti which has at its disposal a large capital for the special purpose of helping and of furthering the interests of those men, who, after four years of war, bravely fought, are returning once more to their former trades and professions.

The Instituto Per L Propaganda Della Cul-

The Instituto Per L Propaganda Della Cultura, Italiana (Institute for the Propagation of Italian Culture) founded and directed by Signor A. F. Formiggini, one of the foremost and most enterprising of Roman publishers, under the special patronage of His Excellency Alfredo Baccelli, Minister of Public Instruction and many other eminent men, has obtained from the Opera Nazionale dei Combattenti, a sum for the foundation of various scholarships to enable young men who have the due qualification of being ex-combatants, to go abroad for a certain period of professional apprenticeship to learn the trade of book-selling and the ways of book commerce and bring back into our own country the advantages of a wider culture and of more enterprising business methods, which in America he would have

ample opportunity to study.

The young man chosen to go to America would stay in your country from October to June and during that time would do his utmost to put himself in touch with the necessary people and should be enabled to have access to the most important publishing houses and typographical establishments in order to profit by them,

I turn to you, to beg of you that the young man who will be chosen with all due discernment and care by the Istituto per la Propaganda della Cultura Italiana, should on coming to America, receive every facility for the purpose which brings him there. Naturally as you will readily appreciate, he will be no scholar in the strict sense of the word but simply one who wishes to go into the book trade and has already shown a keen aptitude and intelligence for this line of business.

I am a great believer in the efficacy of intellectual relations and in the exchange of thought between one country and another and I feel sure that the young Italian ex-officer who has already proved his worth on the field against a common foe, will find ready sympathy and help in your country and will become yet another most useful link between America and Italy

America and Italy.

I have postponed my visit to America for the present and am uncertain as to when it will come off.

With kind regards.

Sincerely yours,

Dr. Guide BRAGI.

THE MARSHALL FIELD BOOK FAIR

A Notable Event in Book-Trade History

For the fine vision of its conception, the care in its details, and the value of its accomplishment the Book Fair of October 13 to 18th, at the book department of Marshall Field & Co., Chicago, was an important event. Large crowds filled the aisles, interest in books was widely stimulated, and the possibilities of such exhibits was clearly demonstrated.

Perhaps no other house could have carried.

Perhaps no other house could have carried this Book Fair off in such a complete way. Most of the regular stock of the huge book department had to be stored away, the floor space of the rest room invaded, forty or more attractive booths erected and painted and between Saturday and Monday at opening time the place was transformed from a book department to a real Fair with a real crowd circulating in and out. Marshall Field & Co. paid for all the expense of booths, posters, and extensive newspaper advertising; the publishers sent their exhibits, set them up in the booths and in most cases provided one or two attendants.

That the affair was to get good attention was assured on the first day and the class of the visitors was of the kind from which book lovers are made. No publisher or bookseller could help feeling that the interest of the community in books was being caught and quickened in a way that would have influence for months; books and authors were made more human and understandable.

Hugh Walpole visited the Fair under Mr. Doran's chaperonage and appeared to enjoy it immensely, he autographed numerous books, and looked just as his admirers hoped he would. A half dozen Chicago authors held special court on Tuesday and other features were arranged for other days which greatly helped to fan the public's interest.

That the public took more than a perfunctory interest was shown when school children began to come in escorted groups; special delegations came from Chicago University and from Northwestern University and the Wisconsin Library School, 34 strong, came down from

Madison.

Over forty exhibits had been provided for and were in charge of representatives of the various concerns. Visitors were quickly attracted to the binderies that had been installed and could be seen in full action. The binding of cloth books was shown by the Hill bindery arranged for by Grosset & Dunlap where popular reprints were seen in process of stitching, gathering, rounding, covering and pressing. Ernest Hertzberg & Son, The Monastery Hill Bindery, made a notable exhibit of hand tooled binding.

In the large permanent alcoves at the end of the floor were the exhibits of Doubleday with a fascinating collection of Kipling manuscripts. O. Henry mementoes, and Conrad material, as well as a notable display of fine bindings executed by the French Bindery at Garden City; Doran, who naturally featured Hugh Walpole on account of his visit had

manuscripts of and about Daisy Ashford, manuscripts from Maj. Watterson and Joyce Kilmer and the latter's "Croix de Guerre"; Houghton Mifflin & Co. featured documents and autographs of the great New England authors, their famous standard sets and the beautiful output of the famous Riverside Press series; Charles Scribner's Sons had special displays of their illustrated and large photographs showing the progress of a book.

Little, Brown & Co. had arranged to bring on a fine exhibit from the Alcott house and this exhibit was crowded at every hour of the day with friends of "Jo," "Meg." "Beth," and "Amy"; Putnam's showed scores of original war drawings by Baldrige and many fine sets and bindings; Volland had a cleverly decorated children's booth; Merriam showed not only their latest product but Webster dictionaries of every edition from 1806 on; Bobbs-Merrill showed interesting Riley manuscripts; Oxford and Nelson featured characteristic products, the former found many who wanted to see the smallest Bible or the Jubilee Bible, or the Bible on which the President takes oath of office.

The Harper exhibit of manuscript material attracted much attention—Mark Twain made their booth very attractive with George Wharton Edwards' originals; Lane featured the Earl Reed dune etchings; Appleton showed author portraits and featured Whitlock's "Belgium"; Small, Maynard had a Bliss Carman manuscript; Reilly and Lee, the originals of the Fotygraft Album and Edgar Guest; Dodd, Mead brought many interesting author portraits; Rand McNally featured their many brightly illustrated children's books; Macmillan brought Pogany originals, Funk & Wagnalls a full dictionary exhibit, and Knopf's gay jackets made a brightly filled booth. Others who brought exhibits were Holt, Huebsch, Barse and Hopkins, Burt, Dutton, Stokes, Harcourt, Moffat, McBride, Lippincott, Ronald and Shaw.

The credit of this successful experiment rests entirely with Miss Marcella Burns, manager of the department, who conceived the plan, "sold" the idea to her firm and to the exhibitors and saw to its execution with untiring patience and persistence.

An Interesting Poster

The last drive of the Committee on Children's Book Week will come in the form of a surprise to the trade in the shape of a poster to paste in the store window.

Its subject is a real novelty in publicity and is most interesting as it comes from a source entirely outside of the trade and yet, it will have a very strong appeal to the public.

Booksellers co-operating in this campaign will each receive a copy of this second poster about November 1st and when it is properly displayed there will be a constant crowd young and old, in front of the store studying its details with wide-eyed interest.

Books in Demand at the Library

The following books were in greatest de-mand at the public libraries of the United States during August, according to the statistics compiled by Frank Parker Stockbridge in co-operation with the American Library Association:

FICTION

- 1. The Four Horsemen of the Apocalypse. Dutton.
- 2. Saint's Progress. Scribner.
- 3. Dangerous Days. Doran.
- 4. The Arrow of Gold. Doubleday. 5. The Tin Soldier. Penn.
- 6. Christopher and Columbus. Doubleday. GENERAL
- 1. The Education of Henry Adams. Houghton.
- 2. The Seven Purposes. Harper.
- 3. Belgium. Appleton. 4. Raymond. Doran.
- 5. Joyce Kilmer: Poems, Essays and Letters. Doran.
- 6. Fighting the Flying Circus. Stokes.

A Record of Best Sellers

The following books are listed as best sellers ers by Herbert S. Browne Co. in the October issue of Books of the Month, from special reports on the subject secured from 58 booksellers in 50 representative cities of the United States:

TEN BEST-SELLING FICTION

- I. Dangerous Days, by Mary Roberts Rinehart. Doran.
- 2. The Re-Creation of Brian Kent, by Harold Bell Wright. Book Supply.
- 3. The Four Horsemen of the Apocalypse, by Blasco Ibáñez. Dutton.
- 4. In Secret, by Robert W. Chambers. Do-
- 5. The Arrow of Gold, by Joseph Conrad.
- Doubleday. - 6. Saint's Progress, by John Galsworthy.
 - Scribner. Mare Nostrum, by Blasco Ibañez. Dutton.
 - & Christopher and Columbus, by the author of Elizabeth and Her German Garden. Doubleday.
 - 9. Ramsey Milholland, by Booth Tarkington. Doubleday.
- 10. The Branding Iron, by Katharine Newlin Burt. Houghton.
- SIX BEST-SELLING GENERAL BOOKS 1. The Years Between, by Rudyard Kipling.
- Doubleday. 2. The Seven Purposes, by Margaret Cameron.
- Harper. 3. Belgium, by Brand Whitlock. Appleton.
- 4 The Education of Henry Adams, by H. Adams. Houghton.
- 5. What Happened to Europe, by Frank A. Vanderlip. Macmillan.
 6. Bolshevism, by John Spargo. Harper.

The Atlantic's Bookshelf

The "bookshelf" of the Atlantic Monthly for October is devoted to reviews of the following six representative books of the past month:

The Old Madhouse, by William De Morgan. Holt.

Mr. Standfast, by John Buchan. Doran. The Dickens Circle, by J. W. T. Ley. Dutton. Mary Olivier, by May Sinclair. Macmillan. Jinny the Carrier, by Israel Zangwill. Mac-

Ramsey Milholland, by Booth Tarkington. Doubleday.

RECORD OF AMERICAN BOOK PRODUCTION, SEPTEMBER, 1919*

	P	New ubli- tions.	В	y Or	igin	
International Classification	S	eu.	thors	and For	glish Other reign thers	
	New Books	New Editions	American Authors	American	Imported	Total
Philosophy	15	0	12	0	3	15
Religion, Theology	54	4	46	2	10	58
Sociology, Economics	54	4	51	1	6	58
Mil. & Naval Sci	3	0	3	0	0	. 3
Law	13	1	14	0	0	14
Education	15	1	15	0	. 1	16
Philology	19	0	6	10	3	19
Science	46	5	48	1	2	51
Applied Science. Engin'g .	25	6	30	0	1	31
Medicine, Hygiene	49	4	45	0	8	53
Agriculture	25	1	25	0	3	26
Domestic Economy	3	1	4	0	0	4
Business	32	2	31	x	2	34
Fine Arts	10	0	8	0	2	10
Music	4	0	4	0	0	4
Games, Amusements	8	1	9	0	0	9
General iterature, Essays.	20	5	19	3	3	25
Poetry and Drama	31	2	32	1	0	33
Fiction	70	22	76	15	1	92
Juvenile Books	65	5	54	2	14	70
History	60	12	50	13	9	72
Geography, Travel	16	0	14	0	2	16
Biography, Genealogy	20	1	20	0	1	21
General Works, Miscel	1	1	2		0	2
Total	658	78	618	49	69	736

^{*} These figures include pamphlets of which 229 were recorded in September. In September, 1918, 554 new books and 92 new editions were recorded.

Book-Trade Associations

Dinner of the New York Booksellers' League Tho belated, a brief account of the first dinner of the season of the Booksellers' League is worth recording. Owing to the prevailing epidemic of H. C. L., the board of managers changed from the Aldine Club to the Advertising Club, in East 25th St., and there the members gathered on October 15th to the number of ninety odd. After a simple meal, the president, R. E. Sherwood, introduced an unusually interesting group of speakers. Mr Roy Durstine's subject, "Advertising," was treated from the angle of an advertising expert who traced its genesis, its development and its progress into new fields and greater conquests Mr. Hugh Walpole, the distinguished English novelist, was specially introduced in a delightful manner by Mr. Frank Crowninshield, edifor of L'anity Fair, after the toastmaster remarked that it took some "Fortitude" to escort the "Duchess of Wrexe" thru the "Dark Forest" to the "Secret City." Mr. Walpole discoursed in a most charming manner on the marked influence on British literature of two transplanted geniuses, Henry James, the Amer-Most of the anecdotes of Henry James, the American, and Joseph Conrad, the reticent Pole. Most of the anecdotes of Henry James were grouped around Mr. Walpole's personal acquaintance with the author which dated from the publication of Walpole's first novel. Louis F. Keating. of Frederick Loeser & Co., recently returned, gave a graphic account of post-bellum activities in Paris while in the service of the Y. M. C. A. as manager of the distribution of literature for the soldiers in France, and in the "clean-up" he sold to the U. S. Army the entire stock of books on hand, largely of a technical and educational character, receiving in settlement what was probably the largest check ever drawn for a sale of books, the amount being considerably over one

English Text-Books Sold by Germans to Latins

million dollars.

Most all textbooks used for the study of English thruout Latin America were prepared by Germans. This was brought out in a re-cent report brought to Washington by a former official of a Latin-American republic, and is said to be one method which the Germans used before the war to gain a powerful influence with some Latin-American Gov-

As a rule bookstores in Latin-American countries were found to be managed by Germans. Often it was necessary to take what

school text-books they had or to go without.

That there was a close relationship between the German bookdealers in Latin America and the Berlin Government appears to be well established. The German bookdealer, as a rule, would bring over several young men and employ also several natives to work in his shop, leaving the young Germans there with the natives until the former had become familfar with the language and the customs of the people then they would be sent out as salesment, and the process of training new German youths would be begun.

English Printers Wages

A resumed conference between the Federation of Master Printers and the representatives of the Typographical Association is taking place in London on the question of the demand for an increase of 10s. in wages through the country. A firm attitude is adopted on both sides.

If adopted this would bring printers' wages in England to about \$21.00 per week

The New Chain Store Company

The stockholders of the United Bookstores Co. have voted to increase their capitalization from the \$3,000,000 first announced in September to \$50,000,000 and propose to include South America as well as United States and Canada. No announcement has yet been given out as to what bookmen may become connected with the organization.

It is the purpose of the concern, to the extent that capital may be subscribed, to operate standardized stores in leading cities, and to carry both books and stationery in the largest cities, and to open several stores in smaller cities according to the sales possibilities.

Such a capitalization would seem to be sufficient to provide for several hundred stores and the publishing and retail trade will be keenly interested in such further announcements as to personnel and methods as the promoters of this large plan may make. Frank Kiernan & Co. of 135 Broadway is acting as advertising headquarters.

Further Discussion on Bookselling Education

Mr. B. W. Huebsch in a trip west has been in consultation with President Birge of the University of Wisconsin as to the feasibility of establishing a course in bookselling at Madison, a project in which the University thas shown interest owing to the good offices of Mr. Matthew S. Dudgeon, secretary of the Wisconsin Library Commission who has always shown special interest in book-trade matters

Besides its famous Library School Wis-consin has an excellent School of Business and President Birge has asked Mr. Dudgeon and Mr. Huebsch to especially examine into the courses of these two departments in order to see whether a well rounded curriculum could be offered suitable for training for the selling of books, such a course to the presumably for one year.

Personal Notes

GEORGE PALMER PUTNAM, just released from the army, has sailed for Poland and while there is to be the guest of Wladislaw Stanislaw Reymont, a Polish author whose works are now having enormous vogue in that country. Mr. Putnam expects to bring back the manuscript of Reymont's new book and to arrange for the publication of others in the future.

Personal Notes

D. C. Buist, foremrly head of the book department of H. and W. B. Drey Co. of Jacksonville, Florida, and well-known to the New York trade thru his long connection with the Baker & Taylor Co. has been secured by the Doubleday Page Bookshops Co. as manager for the new St. Louis store.

JAMES S. GLEGHORN has severed his connection with Crowley, Milner & Co. of Detroit, Mich., where he served as buyer and manager of the book and stationery departments.

WILLIAM McGHEE, buyer of books at Kaufmann's, Pittsburgh, was married on Wednesday, October 22nd, to Miss May Galvin of Dorchester, Mass.

EDWARD J.VASS, for many years with Longmans, Green & Co. and more recently tssociated with Little Brown & Co. has given up the book business and is now with the Telautograph Corporation.

MISS ETHEL R. PEYSER, formerly business manager of the Woman's Press, is now editor of Everyland, a children's magazine located at 150 Fifth Ave.

Obituary Notes

HENRY MILLS ALDEN, for the last half century editor of Harper's Magazine, died at his home in New York City on October 7th, aged 82 years. Starting work when 14 years old as a "bobbin boy" in a cotton mill at Howick Falls, N. Y., Alden found time to go to school preparing himself for Williams College which he entered in 1853. After graduation he spent three years at Andover Theological Seminary, but never entered the ministry. Coming to New York in 1861 as a lecturer in a young ladies' school, he soon after became connected with the firm of Harper & Bros. He served as managing editor of Harper's Weekly for several years and in 1869 was made editor of Harper's Magazine which place he continued to fill until his dath. Altho his active management of the periodical was relinquished some years ago on account of advancing age, Mr. Alden still kept in touch with old contributors and was interested in new writers. In addition to his editorial work, he was the author of three books: "God in His World," 1890; "A Study of Death," 1895; "Magazine Writing and the New Literature," 1908.

John Franklin Genung, professor of Literature and Biblical Interpretation at Amherst College, died at his home in Amherst, October 1st. Mr. Genung was widely known as the author of several of the leading American books on rhetoric as well as other works dealing with literary or Biblical subjects. Such books as "Practical Elements of Rhetoric," 1886; "The Study of Rhetoric in the College Course," 1887; "Handbook of Rhetorical Analysis," 1888; "Outlines of Rhetoric," 1893; "The Working Principles of Rhetoric," 1901; and "Outlines of Composition and Rhetoric," 1975, marked him as an authority in this branch of learning.

Business Notes

Monromery, Ala.—The book and stationery business conducted for several years by E. C. Fowler has now been purchased by the Fowler-Thompson Co., a corporation chartered on Sept. 15. E. C. Fowler is president and H. F. Thompson is secretary and treasurer. Mr. Fowler continues in charge of the store.

PHILADELPHIA, PA.—Newman F. McGirr, dealer in old and rare books, prints, etc., at the State House Bookshop announces that he has moved his business from 221 S. 5th St., to 39 S. 19th St.

AUSTIN, TEXAS.—W. S. Gatewood is starting in the book business near the University of Texas.

BALTIMORE, MD.—The City Book Co., S. B. Cator proprietor, will remove from 711 North Howard Street, to 6 East Pleasant Street, on November 15th.

Bluefield, W. Va.—The Curtis Pearson Co. has been succeeded by the Curtis-Seal Co.

CHATTANOOGA, TENN. — The MacGowan-Cooke Publishing Co. has been bought out by the National Book Co.

CHEHALIS, WASH.—The business of E. H. Thompson has been succeeded by that of A. A. Cohen.

INDIANAPOLIS.—Mr. Frank L. Bickford formerly with Charles E. Lauriat Co., Boston, has become manager of the book department of W. K. Stewart Co., Indianapolis.

PHILADELPHIA, PA.—Campion & Co., Booksellers, have moved to their new store at 1313 Walnut St., directly opposite their former address.

NEW YORK CITY.—The Standard Book Co. hts removed from 98 Park Place to 225 Fifth Ave.

NEW YORK CITY.—The name of the Cox Book Co. has ben changed to the Harlem Book Co., and its capital stock has been increased to \$30,000.

New York City.—The Willey Book Co. has removed from 80 Fifth Ave. to larger quarters at 20 East 15th St.

NEW YORK CITY.—G. A. Baker & Co. have removed from 7 East 45th Street to 144 East 59th Street.

SALT LAKE CITY, UTAH.—The Desert News Bookstore and the Sunday School Union Bookstore have been merged and the combination wil be managed by T. Albert Hopper. For the present the two stores will retain their present names and location.

SALT LAKE CITY, UTAH.—Wm. N. Lewis for nineteen years buyer and assistant for the Desert News Bookstore resigned from that firm on September 30th to devote his entire time to his own store "The Magazine Store," at 37 State St. He will add a general stock of books, also stationery.

CHANGES IN PRICE

D. APPLETON & CO.

Arithmetica Teorico Practica, Emilio Toro, increased from 35c. to 50c.

The list prices of all the Educational Textbooks have been increased. Catalogs furnished on request. Neuvo Compendio de la Gramatica Castellana, Andres. Bello, increased from 40c. to 60c.

Life of Christ, Cunningham Geikie, from \$1.50 to \$2.50.

\$2.50. The Book of Eagles, John T. Foote, from 75 c. to

BRENTANO'S

George Moore's Works, Uniform Edition, net \$1.75.
The Wisdom Series, net \$1.25.
The Wayside Series, net \$1.25.
Lunatic at Large, net \$1.25.
Poems of Oscar Wilde, cloth, net \$1.75.
The Picture of Dorian Gray, Net \$1.75.

CENTURY CO.

The Century Co. has just issued a new trade catalog, giving increases in prices which went into effect on Oct. 1. It will be mailed upon request.

GEORGE H. DORAN CO.

New Translation of the New Testament by Moffatt, from \$1.00 to \$1.25.

DOUBLEDAY, PAGE & CO.

The Boy's Book of Inventions by Ray Stannard
Baker, from \$1.75 to \$2.00.
Western Bird Guide by Chester A. Reed, now
\$1.25 in cloth, \$1.50 in leather.
How to Plan the Home Grounds by S. Parsons, Jr., now \$1.25.

B. W. HUEBSCH Artzibashef, Sanine, new edition, \$2.

ISAAC PITMAN & SONS

Mechanical Engineer's Pocket-Book, Bjorling, \$2.
Practical Ironfounding, Horner, \$3.
The Art of Basket-Making, Okey, \$2.
Busy Work for Nimble Fingers, Gawthorpe, \$1.60.
The Craft of Silent Salesmanship, Treguartha, \$2.
Silver Ship of Mexico in Isaac Pitman Shorthand,

Isaac Pitman Pocket Shorthand Dictionary, \$1.
Elementary Principles of Aeroplane Design, Judge, \$3.
Technical Reporting (Reed), \$1.25.
Wood-Carving (Leland), \$2.00.
Pitman's American Journal, 75c. per year.

JAMES POTT & CO.

The Bible in the Making by Paterson Smyth, cloth, \$f.50 net. low We Got Our Bible, by Paterson Smyth, cloth, How \$1.00 net. low God Inspired the Bible, by Paterson Smyth, cloth, \$1.50 net. How to Read the Bible, by Paterson Smyth, cloth, \$1.00 net. tory of St. Paul's Life and Letters, by Paterson Smyth, cloth \$1.50 net.

J. M. PRYSE.

The Restored New Testament by Jas. Morgan Pryse, from \$4.00 to \$5.00.

FREDERICK A. STOKES CO.

Stokes Wonder Book of the Bible, \$3.00 net. Stokes Wonder Book of Fairy Tales, \$3.00 net. Stokes Wonder Book of Mother Goose, \$3.00 net. Story Lives of Great Musicians, Rowbotham, \$2.25

HARPER & BROS.
Works of Thomas Hardy, thin paper edition, leather, from \$1.75 to \$2.25 n. per volume.

FREDERICK WARNE & CO.

The Peter Rabbit Series, 15 volumes, from 60c. to 75c. net. The Pie and the Patty-Pan, from 6oc. to 75c. net. Ginger and Pickles, from 6oc. to 75c. net.

Catalogs Received

Catalog of Rare Books
No. 18. First Editions, Fine Bindings and Illustrated Works. Antiquarian Book Company, Evesham Rd., Stratford-on-Avon, England.

Catalog of Second-Hand Books
No. 320, Thomas Thomp, 100, and 110 High Street,
Guildford; 93 St. Martin's Lane, London, W. C.2.
Second-Hand Books

Guildford; 93 St. Martin's Lane, London, W. C.2.
Second-Hand Books

Including the library of a well-known archaelogist and anthropologist. (No. 181; 1040 items) W. Heffer & Sons, Ltd., 'Cambridge, Eng.
Selection of Books, Engravings, etc.
Relating to India. (No. 393; 409 litems) Francis Edwards, 83 High Street, Marylebone, 'London, W. I Scarce and Interesting Books

From the library of the late David B. Hill, Governor of New York. (No. 351; 1719 items) Joseph McDonough Co., 58 S. Pearl St., Albany, N. Y:
Books in All Branches of Literature

(No. 96; 1024 items) Galloway & Porter, Cambridge, England.

Rare and Valuable Books

(No. 372) Edward Baker's Great Book Shop, 14-16, John Bright Street, Birmingham, Eng.
Choice and Rare Kansas Books

Paterson's Book Exchange, 820 Kansas Ave., Topeka, Books from the Library of the Late David B. Hill, Governor of New York

(No. 351) Joseph McDonough Co., 58 South Pearl St., Albany, N. Y.

STATEMENT OF THE OWNER HIP MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912, Of the Publishers' Weekly, published weekly at New York, N. Y., for October 1, 1919.

STATE OF NEW YORK,

Before me, a Notary Public in and for the State and County aforesaid, personally appeared J. A. Holden, who, having been duly sworn according to law, deposes and says that he is the Business Manager of the Publishers' Weekly and that the following is, to the best of his knowledge and belief, a true statement of the ewnrship, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager are:

Publisher

62 West 45th St., New York.

Managing Editor

62 West 45th St., New York.

Managing Editor

62 West 45th St., New York.

Business Manager

62 West 45th St., New York.

10 JOHN A. Holden,

62 West 45th St., New York.

Business Manager JOHN A. HOLDEN, 62 West 45th St., New York.

62 West 45th St., New York.

2. That the owners are:

R. R. Bowker Co., 62 West 45th St., New York.

R. R. Bowker, 62 West 45th St., New York.

A. H Leypoldt, (Estate of) Scranton, Pa.

J. A. Holden, 62 West 45th St., New York.

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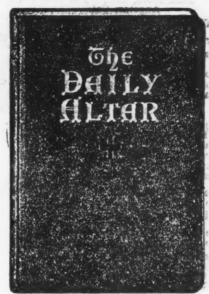
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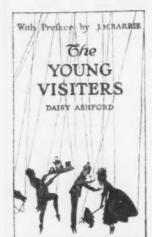
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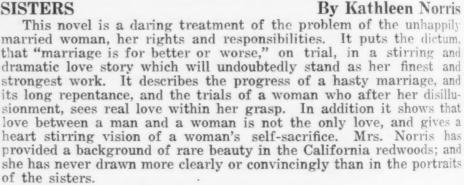
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Although published last January, it has been and still continues to be one of the most popular books of the year. Sixty thousand copies have been sold. Nothing published during 1919 has been any more widely read. The sales people say that it is the easiest book to sell they have had to offer, and that when sold, people almost invariable come back to thank them for suggesting it. Price, \$1.60 Published by THE PENN PUBLISHING CO.



THE PASSIONATE PILGRIM

By Samuel Merwin

Human interest, vital and intense, is the first and outstanding characteristic of this big novel. A man, down and almost out. comes back-when all his friends have given up hope-and comes back with a bang. Once you meet Henry Caverly and realize what he has been through and what he is up against you can't leave him until you know what kind of a finish he is going to make. Merwin did a daring thing when he sent his hero to the penitentiary, but he did it so skillfully that your interest and sympathy are never forfeited for a moment.

Published by THE BOBBS-MERRILL CO.

Price, \$1.75

Will Help Sell More Books



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THE UNDEFEATED

By J. C. Snaith

No book this year won a more astonishing unanimity of praise from all reviewers. In this romance of a little greengrocer who was a poet and a hero at heart Mr. Snaith has put a depth of power and a genuineness of appeal rarely reached in contemporary fiction. The fine flavor of the author's humor, the accuracy of his description of "middle class" life and the sheer power of his character drawing make "The Undefeated" absolutely unforgettable. The book is in its 24th edition.

Published by D. APPLETON & COMPANY

Price, Net, \$1.50



DANGEROUS DAYS

Mary Roberts Rinehart

The Author

"America's foremost woman novelist" (N. Y. Sun) wrote THE AMAZING INTERLUDE, K, BAB, LOVE STORIES and many others equally popular. Her name on a book guarantees a delightful story.

The Book

is considered Mrs. Rinehart's finest. DANGEROUS DAYS portrays the most absorbing problem of modern married life, the man who outgrows his wife in depth and wisdom of life. The story unfolds against a vivid panoramic picture of American life painted as only this sympathetic, clear-sighted author could do it. A story charmingly written which can be recommended as the highest type of fiction ever produced in this country. Beautiful color jacket.

Published by GEORGE H. DORAN COMPANY

Net, \$1.60

THE BUILDERS

By Ellen Glasgow



This is Miss Glasgow's first novel in three years. "Virginia" and "Life and Gabriella" were studies of women. This novel is the study of a man through the eyes of a woman. He is the idealist, the misunderstood man, and the woman at first accepts the world's opinion of him. Her gradual conversion to the truth, makes a remarkable story of the progress of a soul. The ideal that fills the book, is a plea for a larger national unity, for the breakdown of sectionalism. It is in weaving this inspiration into the very texture of the story and making the love episode depend upon a mutual undertaking of it, that Miss Glasgow's art is at its best. But there is uncompromising realism in the picture she draws of American life, and her characters are distinct and unforgettable.

Published by DOUBLEDAY, PAGE & COMPANY.

Net, \$1.60.



THE HAPPY YEARS

By Inez Haynes Irwin

You can confidently offer this to any customer who has read the "Phoebe and Ernest" stories or who likes

- 1. A good, wholesome story of American life.
- 2. Not a "glad book", but a sincere, sensible novel in which the author maintains "There is no such thing as old age" as Maeterlinck proclaims "There is no death."
- 3. A tale about two fine old grandparents who refuse to "outlive their usefulness" and who furnish most of the interest and action of the story.

Published by HENRY HOLT & CO.

\$1.60 net.

Fiction Will Be in Great Demand



THE GREATER GLORY

By William Dudley Pelley

This story of Mary Wood is a sweet, old-fashioned love story of real life in a small Vermont town, and has a strong emotional appeal.

"It takes the touch of genius to fashion the story of motherhood, so that it carries a new message and thrills with a new thrill. William Dudley Pelley gives us a novel so compelling in its challenge, so convincing in its recital, and so searching in its analysis that it stands in the front rank of the books of the year." — Boston Herald.

"It is a human interest story, written by a country newspaper editor in familiar colloquial style, with a warmth of understanding, a touch of humor and a touch of pathos."—Boston Transcript.

Published by LITTLE, BROWN & CO.

Net, \$1.75

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FREE AIR:

By Sinclair Lewis

An Automobile Romance Any one would be glad to start after such a girl on such a trip. Claire Boltwood of Brooklyn, finds a tired out father on her hands in Minneapolis. She has her big roadster shipped out, and they start over the trail to Seattle. When she went through the tiny Minnesota hamlet of Schoenstrom, Milt Dagget, garageman and dreamer, knew what he had always lacked in his young life, and with only one hour for decision and preparation, he followed her. They become companions of the road. Mr. Lewis has put into this American "Lightening Conductor" a good love story, the vagabond joy of a trip into free air; the lore of the motor and the lure of the road.

Published by HARCOURT BRACE & HOWE

Price, \$1.75



By Muriel Hine, author of "Earth," "Autumn," "The Best in Life."



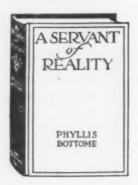
Twice Sheila Travers grasped at Happiness and it eluded her. The man to whom she gave the love of her early youth was hot-blooded, selfish, sensual, and, by a scene of unbridled passion during their stay at the house of a mutual friend, disgusted the girl with the idea of marriage. The man with whom she entered into a legalized "co-partnership" union some years later was cold, ambitious, self-absorbed, and the girl suffered from soul-starvation for lack of love. A picture which by chance fell into Sheilah's hands seemed to symbolize her life—an empty road, with a suggestion of something mystical, restful, satisfying, at the end. Later, Sheila discovered the painter of this picture, and with his help she found the Hidden Valley below the brow of the hill—the glorious fulfilment of all her dreams.

Published by JOHN LANE CO.

Net, \$1.75

A SERVANT OF REALITY

By Phyllis Bottome



As in the author's former novels—"The Dark Town," etc.—this story abounds in interesting and stimulating people, rapid-fire dialogue that holds the attention, and wit and humor that never descends to the commonplace. In "A Servant of Reality" the dark shadow of the Great War is cast over the two principal characters, Kitty and Anthony. Kitty cared about nothing but the world's selfish pleasures. Anthony cared only for Kitty, and he cared so much that—perhaps he did kill her. It is a powerful and dramatic story in which the author achieves heights of emotion that she never achieved before. Illustrated.

Published by THE CENTURY CO.

Price, \$1.75

The Kind So Many Ask For

RED AND BLACK

By Grace S. Richmond



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This is another "Red Pepper Burns" story, but it introduces a new character Black, whom readers will like equally well. The story shows the conflict of two fine personalities, between whom, because of their differences in temperament, misunderstandings arise. The story describes the gradual breaking down of the wall between these two souls, their union in common ideals, and shows how the influence of two women wholly different from each other, brings it about. Throughout there is the sanity, and wholesome cheerfulness that is in all of Mrs. Richmond's work.

Published by DOUBLEDAY, PAGE & COMPANY.

Net, \$1.60.

THE HARBOR ROAD

By Sara Ware Bassett

In the little Cape Cod village of Wilton lives Nate Harlow, with his sister Deborah and their lovely niece Tressie. When the family exchequer runs low Deborah decides to take some summer boarders, and the unforeseen complications resulting from the venture make up a tale in which there is a glimpse of old Boston and its traditions, and a broader glimpse of the sea with its white ships and bordering dunes. The tang of the salt air and of New Englandism breathes in every page of this delicate, humorous, and appealing story.

Every bookseller who has read this likes it and nearly all say that it is a kind of story they can sell to people who like Joe Lincoln's books. While it has not so much of his humor, it has more sentiment and will appeal to everyone who likes stories of Cape

Cod and love stories.

Published by THE PENN PUBLISHING COMPANY

Price, \$1.50



HER ELEPHANT MAN By Pearl Doles Bell

The wholesome refreshing kind of love story that almost all of us like at some time or another. It's all about Joan, lighthearted and impetuous, and her love for Philip, who for some quixotic reason had left wealth and social position to become the "elephant man" in a circus, and it's especially about uncle Jerimy, Joan's quaint, gruff and tender guardian, who would be worth knowing in real life but is doubly lovable in a book.

Published by ROBERT M. McBRIDE & CO. Price, \$1.75

LAD: A DOG

By Albert Payson Terhune

It is a wonderful combination. No man knows dogs better than Mr. Terhune who for sixteen years gave "Lad" the loving care a blue-ribbon collie deserves. At the same time he is a writer of unusual skill. And then there is the dog himself, a real dog, of whom the stories told are absolutely true in all essentials. No wonder Mr. Terhune calls him "the greatest dog I have known, by far," and has written about him a book equally exceptional among the dog books.

Published by E. P. DUTTON & COMPANY

Price, \$2.00

By the Strong English Authors

The Back of Tourserver - Bugh Wedgeld THE MOON ANDSIXPENCE W. SOMERSET MAUGHAN The Advance of 40 Rows drough on The Conception of Conference of Southern Advance The Conception of Conference Southern The Conception of Confe

THE MOON AND SIXPENCE

W. Somerset Maugham

The Author

now recognized as "one of the greatest living English novelists" (Chicago Post) wrote that novel of tremendous realism, OF HUMAN BONDAGE which caused a sensation and is still being widely read.

The Book

A new kind of novel, stands quite apart. It is the story of an eccentric genius, Strickland who after twenty years of uneventful life as a London stockbroker walks off to Paris for a career in painting and finally drifts to the South Sea. Each page sparkles with original and daring observations on life, there is a challenge to the intellect at every turn. Will appeal to the discriminating book buyer tired of vapid fiction. Has already been much discussed.

Published by GEORGE H. DORAN COMPANY

Net, \$1.50

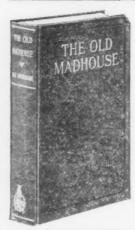
CONRAD IN QUEST OF HIS YOUTH

By Leonard Merrick

If you do not know Mr. Merrick's novels this is the best one to read first. For one thing Mr. Barrie explains in his introduction how this Collected Edition came to be issued and no compliment quite like it has ever been paid to any author by his fellow-writers. Then its special qualities, a lightness which covers amazing depth of insight, a touch of sentiment, and a tickling whimsical humor, make every one who reads it come back for the others as soon as they are issued.

Published by E. P. DUTTON & COMPANY

Price, \$1.75



THE OLD MADHOUSE

By William De Morgan

You have probably sold a good many copies of this posthumous work, but have you told your customer that

1. All our critics are ranking De Morgan with Dickens and

Thackeray.

2. In London they think The Old Madhouse "one of the best mystery stories in the whole range of fiction . . . likely to rank

among the best of all this author's works."

3. You can read the synopsis of the plot on the jacket and will find a bit about De Morgan on the reverse side.

4. The Old Madhouse is one of the few books we can conscient iously urge a bookseller to spend his time reading.

Published by HENRY HOLT & CO.

Price, \$1.90

THE FORTUNE: A Romance of Friendship

By Douglas Goldring.

ROMAIN ROLLAND writes to the author, who is hailed in England as the coming novelist, "I have read the book with joy. Your work is alive—people, dialogue, and thoughts. You have a great talent and a free spirit with which I sympathize cordially."

"The Fortune" is a stirring story of the present day, revealing the genius of true friendship in developing the hero to full expression of his higher nature.

SCOTT & SELTZER, Publishers, 5 W. 50th St., New York.

12mo, net, \$1.75

And Others Worth Commending



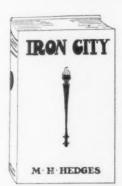
YELLOWLEAF

By Sacha Gregory

An artistic novel by a well-known author writing under a nom de plume. An unusual work, with memorable characters and a rare setting of modern London social life. This novel, which shows culture and wide experience of the world, upholds the finest traditions of the Galsworthy-Bennett-Walpole school of English novelists. Yellowleaf, the London home of the Dampierre family, is the beautiful setting. A famous musician, Aghassy, brings storm and tragedy into the life of the widowed Lily, daughter-in-law of wise old Lady Mary, but the latter's brave strategy brings happiness out of chaos.

Published by J. B. LIPPINCOTT CO.

Net, \$1.50



IRON CITY

By M. H. Hedges

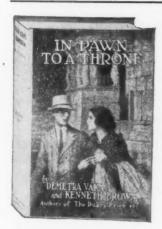
Iron City is that rare combination—an important book—that so fascinatingly tells a good story that it is impossible to put it down unfinished. The Iron City of the story is representative of the prosperous American manufacturing town so largely involved to-day in economic and social struggles. On this significant background are imposed the passionate and spiritual struggles of men and women that make this book one for which The Review says "we may well be grateful."

Iron City since its publication on October 1st, has met with a unanimous chorus of high critical praise, praise that confirms the opinion of the late Randolph Bourne who adjudged it the finest first novel he had ever read and one of the few great American novels.

Iron City is showing a healthy and constantly growing sale. Keep your stock up.

Published by BONI & LIVERIGHT

Price, \$1.75



IN PAWN TO A THRONE

By Demetra Vaka and Kenneth Brown, authors of "The First Secretary," "The Duke's Price,"

A fascinating story of love, adventure, and political intrigue. While it is a romance pure and simple, its political values are essentially true, and the reader will himself live through some most interesting and exciting times in Greece, with Elihu Peabody, a secretary of the American Legation at Athens.

Born and brought up in Turkey and educated in Athens, Demetra Vaka is naturally well qualified to write with authority on the Near East. 12mo, cloth.

Published by JOHN LANE CO.

Net, \$1.60



A WOMAN NAMED SMITH By Marie Conway Oemler

Here is the happy and clever story of two gay, natural, lovable girls who "come into" a fortune and a beautiful old fashioned Southern mansion in an aristocratic old town of South Carolina. They move to their new estate and there a near-tragedy awaits them. It is a story with a double romance, a haunted house and plenty of comedy. The conversation is witty and the action swift. Best of all the author has imbued this book with her attractive, kindly personality that vouched for the success of her first novel "Slippy McGee." Frontispiece.

Published by THE CENTURY CO.

Price, \$1.60

Everyone Loves a Good Story



THE MESSENGER

By Elizabeth Robins

This is an unusual combination mystery and love story. It is a war story about spies and spying but it is not melodrama and it is not sensational. It is dramatic fiction with the finest literary skill by an author who is a master of characterization. The story centers upon the family of a British statesman and it involves an amazingly clever spy posing as a governess, an idealistic American girl, a young British pacifist, and Scotland Yard detectives. The scenes shift from England to America and back again. It is a gripping story of decided merit. Illustrated.

Published by THE CENTURY CO.

Price, \$1.75



NOT ALL THE KING'S HORSES

By George Agnew Chamberlain

Our Government has sent many committees to the land of Villa and Carranza, but it remained for a novelist to disclose the amazing and arousing situation. Mr. Chamberlain was Consul-General at the City of Mexico. He felt it his duty to write this book. He resigned from his service to do it. He did it in the form of fiction hoping to reach the greatest possible number of readers. It is an unusual and powerful story that stirs your sympathy and arouses your indignation and makes you wonder that such things can be.

Published by THE BOBBS-MERRILL CO.

Price, \$1.75



THE SEARCH

By Grace Livingston Hill (Lutz)

This is unquestionably, one of the most uplifting stories by this popular author, whose previous novels "The Enchanted Barn," "The Best Man," "Marcia Schuyler," etc., have won for her a vast army of readers. The author has put into this exciting story a conviction and fervor which lifts it far above ordinary fiction. There is a convincing effect of reality. The "search" which carries John Cameron through the tests of wartime, of unsuccessful love, and the difficulties born of the enmity of his superior officer, win for him in the end all that he has desired. A fine story of victory, physical and spiritual, interwoven with a delicious love story.

Published by J. B. LIPPINCOTT CO.

Net, \$1.50



LEAVE IT TO DORIS

By Ethel Hueston

The sub-title of this story might well be: "How to be happy though in straightened circumstances." It is a cure for the money-spending fever; it's a sure remedy for: "I wish I had what I can't afford." It's a picture of practical happiness, and it is most amusing, wise and clever. Doris bosses the family, she is nicknamed the General, yet she is the girl of the golden rule. Everybody loves her, including a father, three sisters and a mysterious stranger. You'll love her, too: It's a story for any age—sixteen to sixty. Human, humorous and helpful.

Published by THE BOBBS-MERRILL CO.

Price, \$1.50

The West and Northwest in Fiction

THE RIVER'S END

By James Oliver Curwood



After two years of tracking thru the arctic wastes, Derwent Conniston had captured John Keith, and the prisoner was tending the dying officer who was to take him back to justice. Faced by a strange resemblance and by a mysterious attraction, each for each, the two men had learned to love each other as brothers. Perhaps it was that feeling of brotherhood that made them agree on the mad sheme that was to take John Keith back to his little home on the Saskatchewan, under the guise of Derwent Conniston, of the Northwest Mounted Police. It is an adventure—mystery tale and a story of a wonderful love—all in one.

Published by COSMOPOLITAN BOOK CORPORATION

Price, \$1.50



THE RIDIN' KID FROM POWDER RIVER By Henry Herbert Knibbs

If you want a really exciting story of the West—a story crammed withgun-p lay and adventure—try "The Ridin' Kid from Powder River." The author, H. H. Knibbs, has lived the life of the plains, and the great success of his earlier books "Overland Red" and "Sundown Slim" show how well he can tell a story. "The Ridin' Kid" is one of the most likeable characters of recent fiction, and the story of his exploits in love and strife makes by far the best novel Knibbs has ever written.

Published by HOUGHTON MIFFLIN CO. Price, \$1.75



BURNED BRIDGES

By Bertrand W. Sinclair

A vigorous romance of the Canadian Northwest, notable for the genuineness of its characters, that will appeal to all lovers of the great outdoors.

"A well told novel with a manly hero and a splendid heroine."— New York Times.

"The book is both a man's and woman's book... the situations are sanely balanced. .. It is a book of the virgin forests, into whose secret places man has introduced the complications of civilized life at his own risk."—Philadelphia Press.

Published by LITTLE, BROWN & CO.

Net, \$1.60



RIM O' THE WORLD

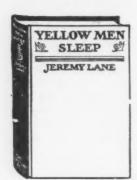
By B. M. Bower

"Rim o' the World" is the story of a ranch-feud between cattlerustlers in Idaho. There is ample incident in this new Bower novel, which is quite the most typical story of the West that this popular author has written of late. The humor which characterizes the Bower novels is not wanting. "Rim o' the World" is an engrossing ranch story that will appeal to all who like virile fiction.

Published by LITTLE, BROWN & CO.

Net, \$1.60

A Few Real Thrillers



YELLOW MEN SLEEP

By Jeremy Lane

A thriller of a new type which will hold the reader in a vise-like grip until the last words on the last page have been reached. It is the colorful story of adventure and crime; of romance and a beautiful American girl; and of an inaccessible empire in the Desert of Gobi and a mysterious drug called "Koresch." It is surrounded by the ancient, terrible, incomparable magic of the East which creates a background of alluring scenes and situations a thousand years old. It is an extraordinary story; an amazing achievement that the reader will not soon forget. Frontispiece.

Published by THE CENTURY CO.

Price, \$1.60



THE SECRET OF THE TOWER

By Anthony Hope

"The Secret of the Tower" is a thrilling, baffling, romantic mystery novel of to-day. The story is full of the same charm which gave such popularity to Anthony Hope's "Prisoner of Zenda." The scenes are laid in a small village near London and the mystery revolves around an ex-soldier and queer old Dr. Saffron who go up to London every Saturday with a heavy bag and return with it apparently empty. The book has already had four printings.

Published by D. APPLETON & COMPANY

Net, \$1.60



THE BOX WITH BROKEN SEALS

By E. Phillips Oppenheim

Mr. Oppenheim here returns to the field in which he achieved his greatest success, that of international intrigue, and unfolds in his best style a thrilling narrative of a German spy, Jocelyn Thew, and the English secret service. This story was written, says Mr. Oppenheim, to explain exactly how the important documents which were not found in the box with broken seals belonging to Ambassador von Bernstorff when he sailed from America, were conveyed to Europe.

Published by LITTLE, BROWN & CO.

- Net, \$1.75



DOPE

By Sax Rohmer

This new book by the author of the Fu-Manchu stories is not only an intensely interesting mystery story, but also a powerful and accurate picture of the methods of the illicit traffickers in drugs who were exposed in London last year. Its characters include a variety of unusual people, white men and women of all classes of society, together with Chinese and other Orientals; and the scene of the story ranges from Mayfair to Limehouse in a succession of exciting incidents.

Published by ROBERT M. McBRIDE & CO. Price, \$1.75

The Scenes are Laid in Foreign Climes



MARE NOSTRUM

By Vicente Blasco Ibanez

Blasco Ibanez' two great books together show the splendid sweep of the man's ability. So often one success leads to copying in style or plot or scene. Here, in place of the war on land in "The Four Horsemen," one senses the beauty and poetry of the sea. In place of the crowded canvas of that story, the interest concentrates on one superbly created figure set against this wonderful background. But the vigorous vitality of the man is the same in every book he writes.

Published by E. P. DUTTON & COMPANY Price, \$1.90

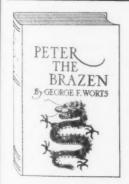


THE BEACH OF DREAMS

By H. de Vere Stacpoole, author of "The Man Who Lost Himself," "The Ghost Girl," etc.

This is Treasure Island, Robinson Crusoe, and many of the other adventure stories we have loved rolled into one, and an interesting and novel-feature is that the Robinson Crusoe of this tale is a woman. Cast adrift on a desert island with two men, she outlives them both, and is found after several months of lonely sojourn on the inhospitable shore by a sailor castaway from another wreck by whose assistance she ultimately gains the civilized world. The story of this woman's ingenious mode of living and of her mental and spiritual development as a result of her strange solitary life is an unusual theme in a sea yarn and gives to it a unique flavor.

Published by JOHN LANE CO. \$1.60



PETER THE BRAZEN

By George F. Worts

The author of this book during his adventurous career drifted to China, where he spent several years on the coastwise steamers and river-boats. This novel is the outgrowth of the stories which he gathered from sailors, merchants and rivermen, and from his own experiences relating to the activities of a mysterious organization of influential Chinese. The result is a powerful tale in which Peter the Brazen, a young and daring American wireless operator, becomes involved with the leaders of the secret Chinese order. The story is thrilling, with a dash of fine romance and humor. It is one of the most remarkable novels of the celestial empire ever published. Frontispiece in Color.

Published by J. B. LIPPINCOTT CO.

Net, \$1.50



THE CHINESE PUZZLE

By Marian Bower and Leon M. Lion

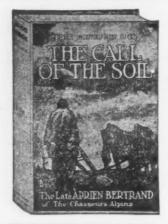
We are advertising this book to help you sell it. It's worth it.

- 1. The plot is as good as the title. It wont "let go."
- 2. One of the characters of a Chinese Mandarin whose Oriental mannerisms and philosophy will fascinate even a hardened bookseller. It is he who solves the mystery and furnishes an unexpected ending.
- 3. The authors are both English. Mr. Lion is a well-known English actor. Together they have written a mystery story which, in point of style and material, is really better than most.

Published by HENRY HOLT & CO., 19 W. 44th St., City.

\$1.60 net.

Fiction from Authors of Europe



THE CALL OF THE SOIL (L'APPEL DU SOL) By the Late Lieut. Adrien Bertrand of the Chasseurs Alpins.

ANATOLE FRANCE, Pierre Loti, and others who reign in the Academie Goncourt, accorded this book the prix Goncourt for 1916, and M. Clemenceau predicted that the author would become one of the foremost figures in French literature, but this, alas, can never be as M. Bertrand was killed in the Great War.

Among the innumerable war-novels that have been written this one occupies a distinctive place because of its illuminating and immortal record of the divine and unseverable link between the soul of the French peasant and the soil of France, 12mo, cloth.

Published by JOHN LANE CO.

Net, \$1.60



LIGHT (Clarte)

By Henri Barbusse

It shows a young Frenchman before the war, tells of his work, his pleasures, his hopes. Then it takes him into the war, makes a pawn of him, something not allowed to think, only to follow orders in the dark. Then comes hospital, inaction and return to his home, when he finds that his mind has changed, that he has come through into clearer light with a new sense of values. It is a piercing story rich and varied, and greatly helps one to understand the situation in Europe.

Published by E. P. DUTTON & COMPANY

Price, \$1.90



COLAS BREUGNON, BURGUNDIAN

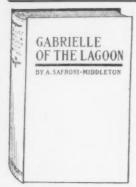
By Romain Rolland

The facts for the customer's information are,-

- 1. "Colas" is the author's first novel since the famous "Jean Christophe" but equally a work of genius.
- 3. The scene is the little town of Clamecy, in Burgundy, not far from Chaumont, where Gen. Pershing had his headquarters.
- 4. The hero, "Colas," is a master woodworker, a hearty eater and drinker, a lusty, plain-spoken wag, whose Rabelaisian adventures with his peasant companions gives us a faithful picture of life in mediaeval France, and his own surprisingly modern, free thinking philosophy.

Published by HENRY HOLT & CO.

\$1.75 net.



GABRIELLE OF THE LAGOON:

A Romance of the South Seas By A. Safroni-Middleton

Hillary, an English sailor of good birth, finds a fairy lagoon in the tropical jungles on a South Sea island, on which appears a beautiful white girl in her canoe. This rare and beautiful child, with a faint strain of native blood which links her fate with that of a handsome native Rajah, fascinates Hillary, who seeks to marry her. Her dramatic story is interwoven with the superstition and tragedy of native life. A breathless tale, throbbing with the life that burns in southern seas, reaching a strange climax.

Published by J. B. LIPPINCOTT CO.

Net, \$1.50

A Little Humour Now and Then

HULDY'S WHISTLE

By Anne Archbold Miller



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"Huldy's Whistle" is one of those rare novels which has every earmark of becoming a big popular success. We believe it will continue to enjoy a large sale for several years after publication. There are two titular figures in the story—Whistle, a little, awkward, freckle-faced boy—and Huldy, the gentle proponent of a philosophy that is "as homely and persuasive as that of 'Mrs. Wiggs of the Cabbage Patch' and fully as quotable." (N. Y. Sun.) "Huldy's Whistle" will be appreciated by adult readers who like stories about children. It should be offered to purchasers of such novels as "Pollyanna," "Mrs. Wiggs," "Rebecca of Sunnybrook Farm," "Limpy," etc. The story will appeal especially to womenfolk.

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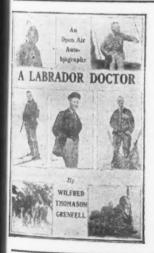


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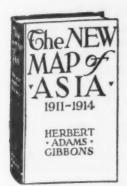
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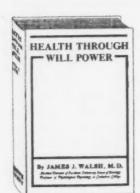
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OFFICE OF THE PUBLISHERS WEEKLY

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By Lieutenant Harold Speakman



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THE CHRISTMAS BOOKSHELF 1919

This well-known annual holiday list will be issued to all subscribers to the PUB-LISHERS WEEKLY about November 15th. As usual it is full of information about the leading books of the year, especially those just published, or to be issued in November. Every salesperson wishing to be well-informed should make it a text book for the season's use. Extra copies for your best customers can be had at nominal cost. It makes an appropriate reminder of Christmas buying that is sure of appreciation.

OFFICE OF THE PUBLISHERS WEEKLY.

October 25, 1919

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Adam, Meldrum and Anderson Co., Buffalo, N. Y.

Book of Knowledge.

Alabama State Department of Archives and History, Montgomery.

Smith, Wm. R. (of Ala.), Reminiscences of a Long Life, Washington, 1889. National Guardsman, Austin, Tex., v. 1, nos. 3, 7, 25. Hist.

7, 25.
S. Hist. Ass'n. Publications, 1905, v. 9.
Archaeological Bull., 1909, v. 1, no. 1.
Bibliophile Society Year Books. 1st to date.
Alabama Almanacs. Any date prior to 1900.
Watkins, Birds of Tennyson, 1903.
Grindon, Tennyson flora, 1888.

"Allan" care Publishers' Weekly American Library Annual, 1911-1912; also 1915-State condition.

William H. Allen, R. F. D. I, Temple, Pa. Chirol. Middle Eastern Question, 1903. MacPherson, Coop. Credit Ass'ns. in Quebec. Peck. Harper Dict'y of Classical Lit. Send for Want List.

American Baptist Pub. Society, 514 N. Grand Ave., Phila., Pa.

Romans from the Pulpit Commentary.

The American News Company, Inc., 9, 11, 13 and 15 Park Place, New York

Melville, Severn, Mystery of June 13th. Private Miles O'Reilly (Real name Charles G. Halpine.)

William H. Andre, 607 Kittredge Bldg., Denver, Col.

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Watson, Life of Napoleon, Macmillan.
Allie E. Rivers, The Castaway.
Joline, Diversions of a Book Lover.
H. S. Davis, The Influence of Wealth in Imperial Rome, Macmillan 1910.
Smyth, Phila. Magazines and Contributors.
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Hardy, From the Madding Crowd.
Dirck's Life Marquis of Worcester, 1865.
Peterson, Major Jack Downing's Letters.

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Personal Life, Sun Publishing Co., Diego, Cal.
Brown, The Church for Americans.

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Albert A. Bieber, 1 East 30th St., New York American Church Monthly.? number published lately, with article on Philosophy by Ralph Adams Cram.

Timons, Sign Boards
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